

7. Safety and Security Equipment

Overview

[Return to top](#)

	2002	2003	2004 (estimated)
Total Market Size	62.5	64	67
Total Local Production	3	4	5
Total Exports	0	0	0
Total Imports	59.5	60	62
Imports from the U.S.	10	14	16

The above statistics are in US\$ million and are unofficial estimates.

The total market size of Vietnam's safety and security equipment market was estimated to be \$67 million in 2004, of which 60 percent consisted of safety equipment and 40 percent of security equipment. The market is experiencing a growing demand in commercial sectors such as construction, commercial and residential buildings, banks, municipal fire prevention and fire fighting, maritime facilities, and at airport facilities. The demand for safety and security equipment in Vietnam is tied to the development of foreign-invested construction and property projects. The current growth of foreign businesses and of government spending on infrastructure in Vietnam has stimulated the safety and security equipment market. Security equipment import taxes range from 0% - 40%, depending on the components and the manner in which the components and systems are imported into Vietnam. Building-related equipment and systems with foreign investor's capital contribution can be imported duty free. The Government monitors the sector under Decree 14/2001/ND-CP which rules that foreign organizations are not allowed to provide security services. They are, however, permitted to produce and repair equipment and tools used for security purposes. The import or export of security equipment requires approval from the Ministry of Public Security.

Best Products/Services

[Return to top](#)

U.S. suppliers of safety and security equipment have seen increasing opportunities in Vietnam in past few years. Although demand for safety and security equipment from the commercial sector such as buildings, housing and hotels have increased modestly, the demand from the industrial sector and infrastructure developments has increased rapidly. Specifically, there is increasing demand for specialized foam, CO2 and inert gas suppression systems and gas detection systems from industrial and infrastructure projects such as power generation plants, oil and gas processing plants and airports.

There are gradually increasing opportunities for U.S. suppliers to provide sprinkler heads, sensors, hose/reels and break glass alarms. U.S. companies have also been successful supplying control panels, fire extinguishers, hydrants, and pumps to oil and gas operations as well as several power plants and airport projects in Vietnam.

Opportunities

[Return to top](#)

Primary sales of safety and security equipment have occurred in the construction market, where development of transport (roads and bridges), power (thermal and hydro), oil and gas (plant and pipeline), environment (water drainage), and buildings (hotels and commercial sites) has outpaced other types of development projects. Foreign development companies have been the predominant buyers.

Fire fighting and fire protection equipment is in big demand, especially after a tragic fire with high casualties at a shopping center in Ho Chi Minh City in late 2002. More than 95 percent of Vietnam's security safety equipment/systems are imports since the supply of domestic equipment by local companies is limited. Local manufacturers currently produce only low-end items such as locks, safes, safety gloves and ropes.

Competition in this sector is intense. Major suppliers include Japan, England, South Korea, Malaysia, Singapore, China, and Taiwan. In general, U.S. companies will find greater success in the high-end commercial and residential market, including foreign-invested enterprises since they are much less price-sensitive and prefer the brand name recognition and quality of American safety and security equipment and services.

Resources

[Return to top](#)

For further information, please contact the following persons:

1. Ms. Ngo Minh PHUONG

US Commercial Service Hanoi - US Embassy

6 Ngoc Khanh St, 3rd Floor, Hanoi, Vietnam

Tel: (844) 831-4650; Fax: (844) 831-4540

E-mail: Ngo.Phuong@mail.doc.gov

2. Ms. Vo Mac THUY

US Commercial Service Ho Chi Minh City - US Embassy

65 Le Loi Blvd, Dist 1, HCMC, Vietnam

Tel: (848) 825-0490; Fax: (848) 825-0491

E-mail: Vo.Thuye@mail.doc.gov

3. Ministry of Public Security

44 Yet Kieu St, Hanoi, Vietnam

Tel: (844) 822-6602/942-0223